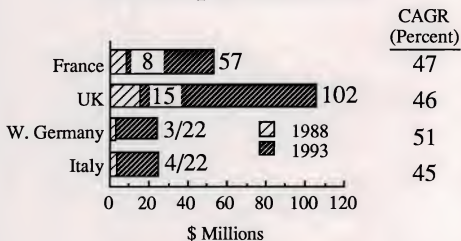


EDI—Europe

Tim Stevens
Manager, EDI Programme—Europe
INPUT



The EDI Market in W. Europe, 1988-1993



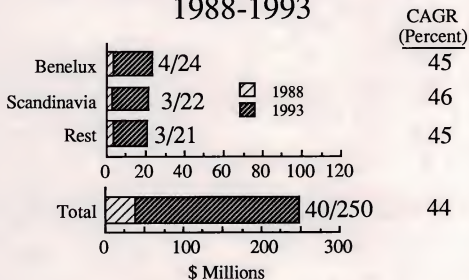
INPUT

NOTES:

ECOE-TS-2



The EDI Market in W. Europe, 1988-1993



INPUT

NOTES:

ECOE-TS-3



Reasons for Using EDI

- Reduction in costs
- Fewer errors
- Faster turnaround
- Improved customer service
- Competitive tool
- Increased productivity
- Improved management control

INPUT

NOTES:

ECOE-TS-4



EDI Activity Is Found in Most Industries

Format Subset	Industry Segment
ODETTE	Automobile Manufacturing
CEFIC	Chemicals
EDICON	Construction

INPUT

NOTES:

ECOE-TS-5a



EDI Activity Is Found in Most Industries

Format Subset	Industry Segment
EDIFICE	Electronics
TRADACOM	Retail
DISH	International Trade & Transport

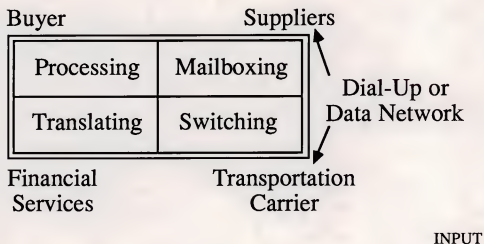
INPUT

NOTES:

ECOE-TS-5b



Third-Party Service Provider's Role in EDI

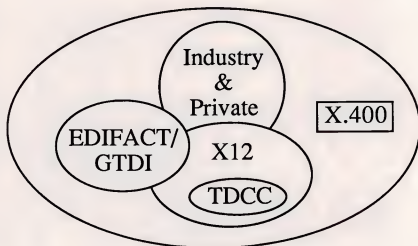


NOTES:

ECOE-TS-6



EDI Standards Relationships

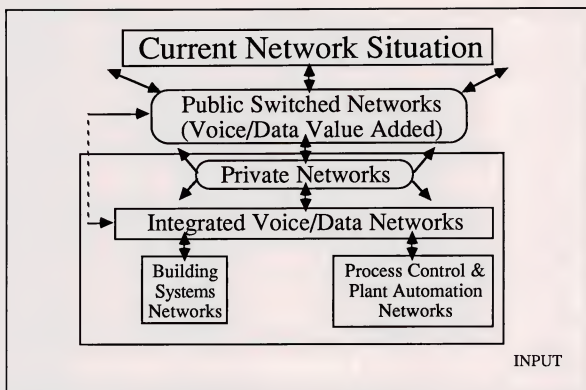


INPUT

NOTES:

ECOE-TS-7

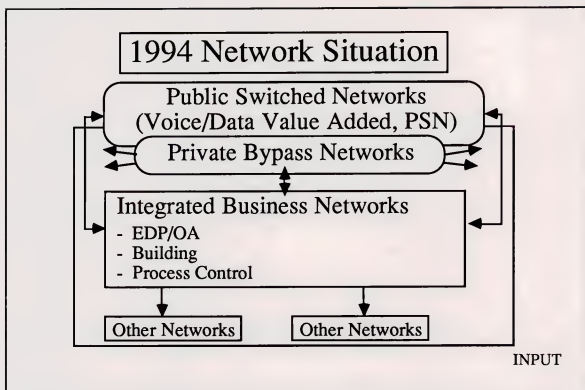




NOTES:

ECOE-TS-8





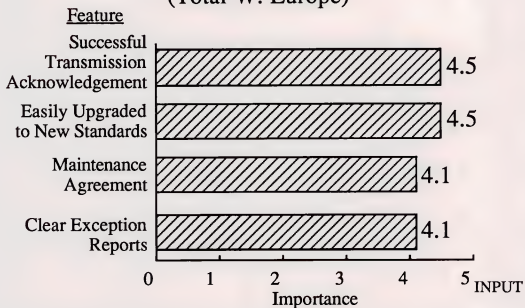
NOTES:

ECOE-TS-9



Software Features Importance

(Total W. Europe)

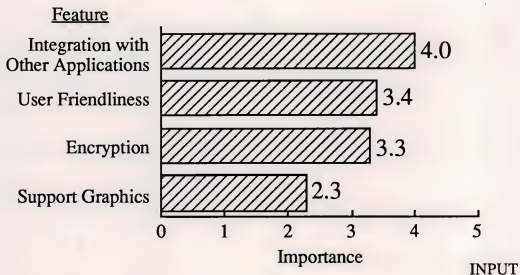


NOTES:

ECOE-TS-10a



Software Features Importance (Total W. Europe)

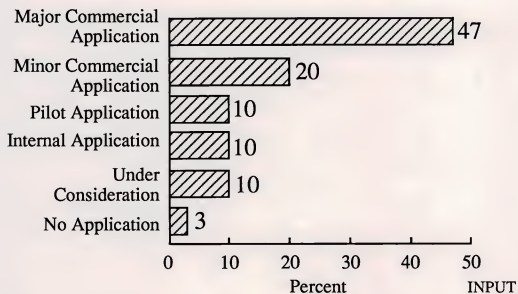


NOTES:

ECOE-TS-10b



EDI Usage (W. Europe)

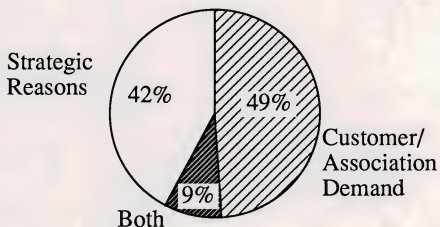


NOTES:

ECOE-TS-11



Why Was EDI Implemented? (W. Europe)



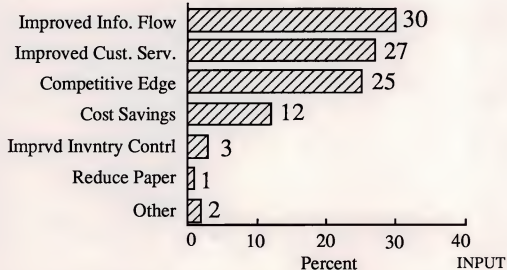
INPUT

NOTES:

ECOE-TS-12



EDI Start-Up Reasons (Strategic) (W. Europe)

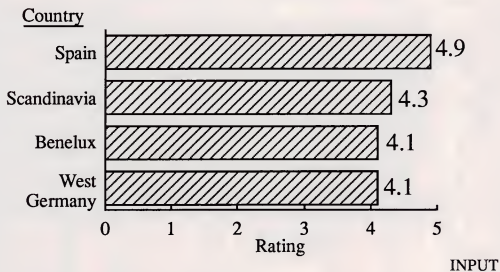


NOTES:

ECOE-TS-13



EDI Issues: How Important Is Network Interconnection?

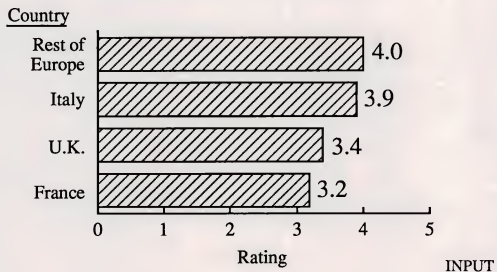


NOTES:

ECOE-TS-14a



EDI Issues: How Important Is Network Interconnection?



NOTES:

ECOE-TS-14b



Network Interconnection

- Global communications
- Stimulate growth
- Access to customer base
- Increase flexibility
- Reduce costs
- Optimisation

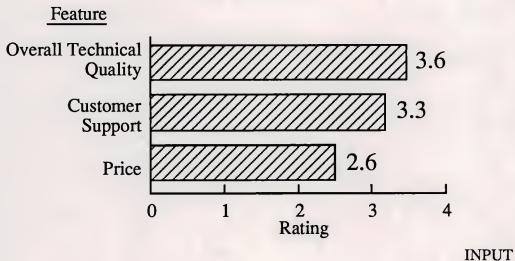
INPUT

NOTES:

ECOE-TS-15



User Ratings of Third-Party Networks (W. Europe)



NOTES:

ECOE-TS-16



User Comments on Third-Party Networks

- Expensive; deters smaller companies
- Poor quality
- Implementation rates too long
- Insufficient customer support

INPUT

NOTES:

ECOE-TS-18a



User Comments on Third-Party Networks

- No uniform documentation
- Price increases
- Nonstandard protocols
- Do not meet expectations
- Problems with software

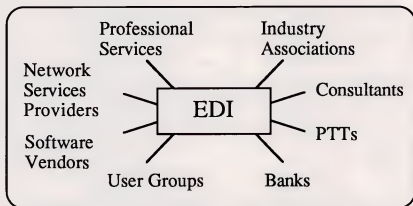
INPUT

NOTES:

ECOE-TS-18b



Participants in the EDI Market



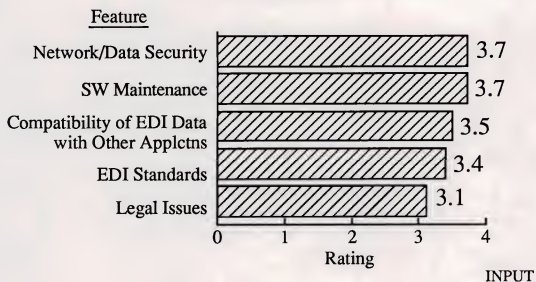
INPUT

NOTES:

ECOE-TS-19



User Issues & Concerns (W. Europe)

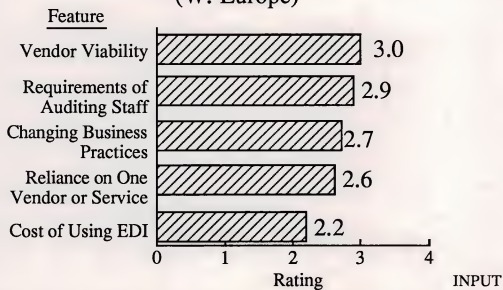


NOTES:

ECOE-TS-20a



User Issues & Concerns (W. Europe)



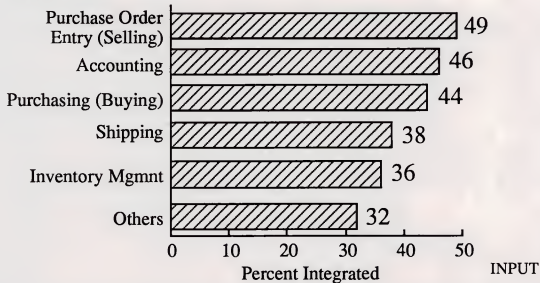
NOTES:

ECOE-TS-20b



Key Applications Integrated with EDI (W. Europe)

Application

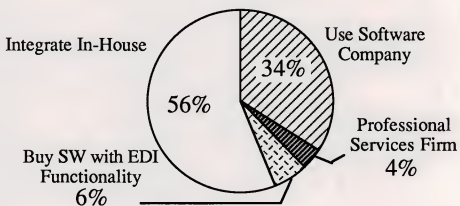


NOTES:

ECOE-TS-21



Method of Integrating EDI Software with Other Applications (W. Europe)



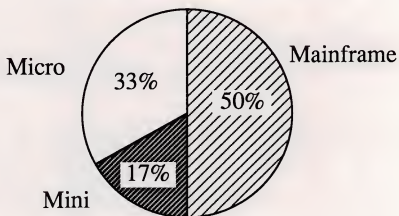
INPUT

NOTES:

ECOE-TS-22



Total Western Europe

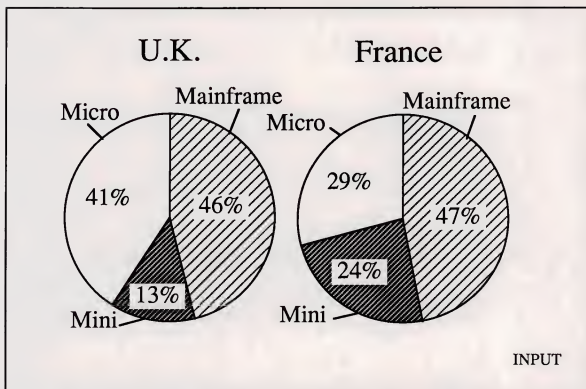


INPUT

NOTES:

ECOE-TS-23a



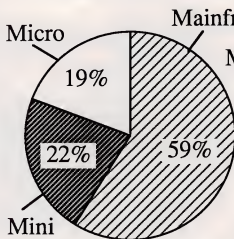


NOTES:

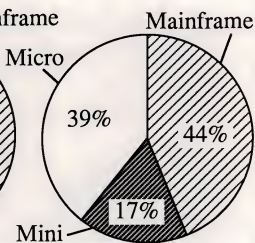
ECOE-TS-23b



West Germany



Benelux



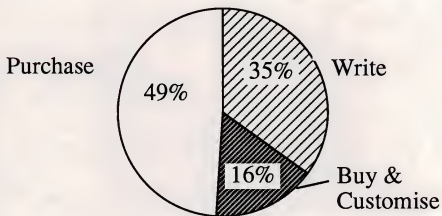
INPUT

NOTES:

ECOE-TS-23c



Total Western Europe

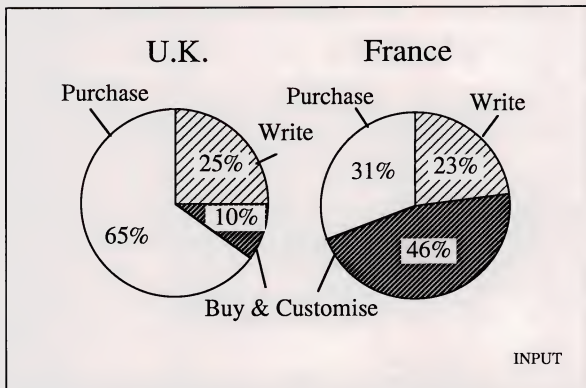


INPUT

NOTES:

ECOE-TS-24a



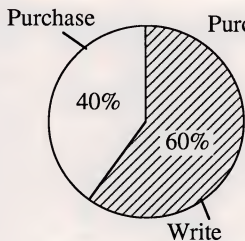


NOTES:

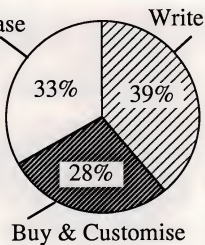
ECOE-TS-24b



West Germany



Benelux



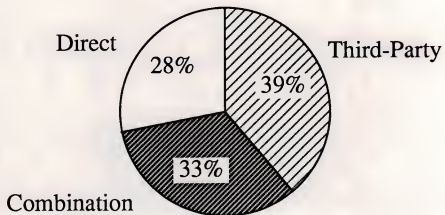
INPUT

NOTES:

ECOE-TS-24c



Total Western European

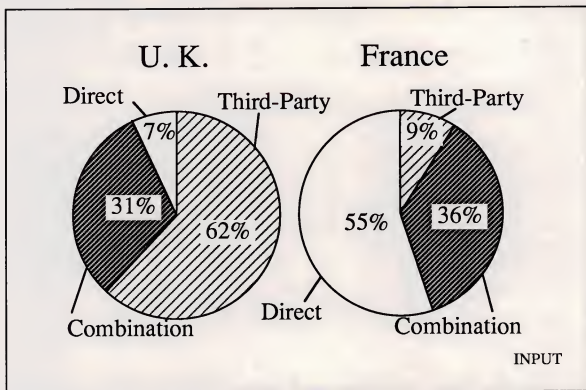


INPUT

NOTES:

ECOE-TS-25a

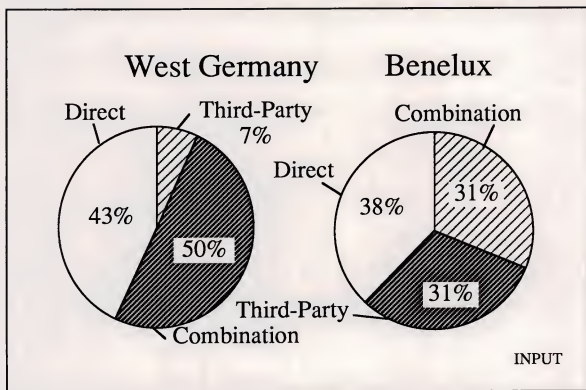




NOTES:

ECOE-TS-25b

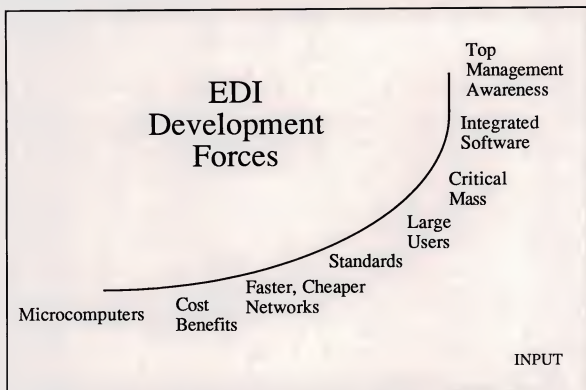




NOTES:

ECOE-TS-25c



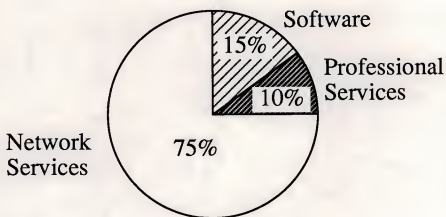


NOTES:

ECOE-TS-26



EDI Market Components 1988



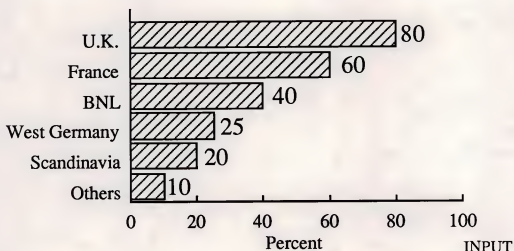
INPUT

NOTES:

ECOE-TS-27



Third-Party & Direct EDI: Percent of Traffic via Third-Party



NOTES:

ECOE-TS-28



Software Providers

Category	Comments
New	Spin-offs from consultancy firms/user organisations
Network Services Providers	Bidding to increase network traffic

INPUT

NOTES:

ECOE-TS-29a



Software Providers

Category	Comments
Established Application Vendors	Adding EDI functions to existing software

INPUT

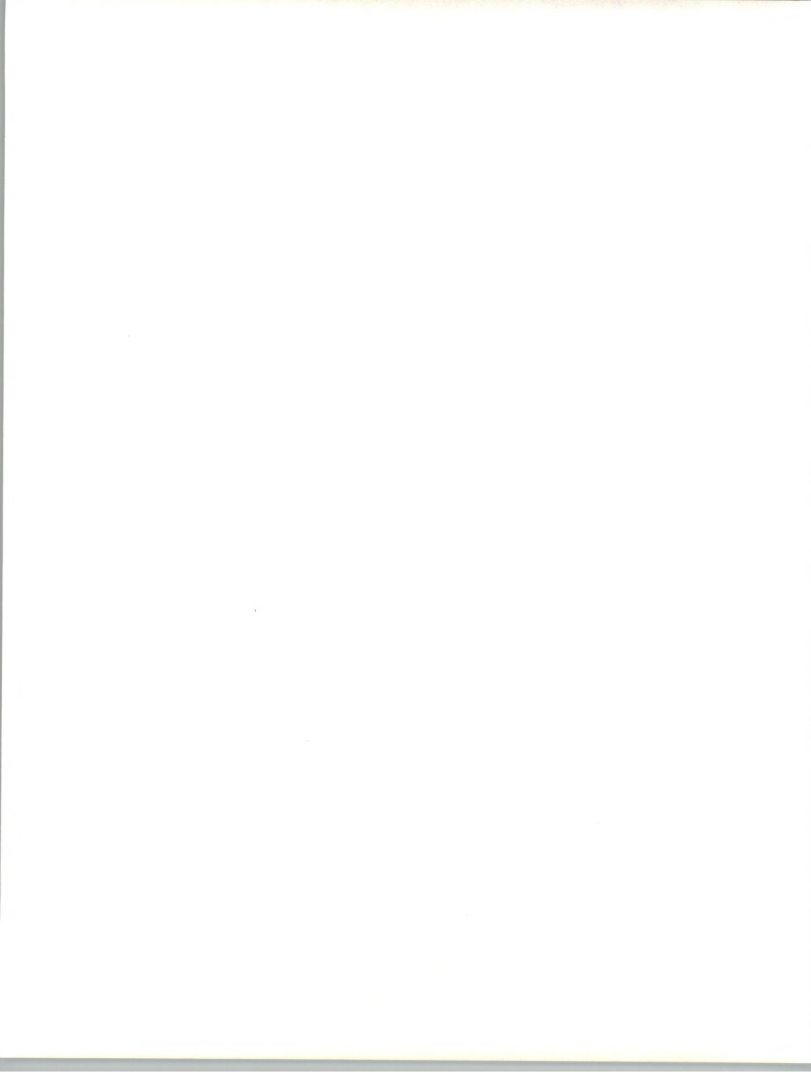
NOTES:

ECOE-TS-29b



Tim Stevens
Consultant
INPUT

Tim Stevens is a consultant with INPUT. He is involved in strategic planning (IT, manufacturing, broadcasting), project management for systems development, implementation and post-implementation. Mr. Stevens brings expertise in systems analysis and design to INPUT. He held management consulting positions before joining INPUT.



QUALITY CONTROL PROOFREADING SIGNOFF

DESCRIPTION EPI Presentation UK Tim Stevens

PROJECT CODE ECOE-TS

AUTHOR Tim Stevens

DATE TO PROOFREADER	TO BE PROOFED BY	INITIAL	DATE
<u>4/25</u>	<u>HL</u>	<u>HL</u>	<u>4/26</u>
<u> </u>	<u> </u>	<u> </u>	<u> </u>
<u> </u>	<u> </u>	<u> </u>	<u> </u>
<u> </u>	<u> </u>	<u> </u>	<u> </u>
<u> </u>	<u> </u>	<u> </u>	<u> </u>
FINAL Q.C.	<u> </u>	<u> </u>	<u> </u>
<u> </u>	<u> </u>	<u> </u>	<u> </u>

☐ READY FOR PRINTER

INPUT

PRODUCTION WORK ORDER

(Please fill out both sides)

DATE IN: 4-21 DATE DUE: _____ PROJECT CODE: ECOE-TS

AUTHORIZED BY: TIM STEVENS ☒ NEW ☐ REPEAT ☐ REPEAT W/CHANGE

WORK SPECIFICATIONS

DATE OF PRESENTATION: 5-11

Additional Information

- ☒ 35mm Slides _____
☐ Foils _____
☐ Exhibits _____
☐ Questionnaire _____
☐ Letter _____
☐ Business Card _____
☐ Note Paper _____
☐ Newsletter _____
☐ News Release _____
☐ Form _____
☐ Brochure _____
☐ Cover Design _____
☒ Other HC _____

Number of pages submitted _____ Text
_____ Graphics

SPECIAL INSTRUCTIONS

PRINTING SPECIFICATIONS

- Quantity/Slides/Foils _____
Quantity/Hard Copy _____
Paper Size _____ X _____
Finished Size _____ X _____
Number of Pages _____
☐ Outside Printer _____
☐ Photocopy _____
☐ Single side _____
☐ Double side _____
☐ Three hole punch _____
☐ Velobind punch _____
☐ Trim to _____ X _____
☐ Binding _____
☐ Cover _____
☐ Paper Color _____
☐ Ink Color _____
☐ Copyright Paper _____
☐ Fold ☐ 1/2 fold ☐ 1/3 fold _____
☐ Pad _____
☐ Saddle Stitch _____
☐ Box _____
☐ Shrink Wrap _____
☐ Staple ☐ Corner ☐ 2 on side _____

MAILING SPECIFICATIONS

Envelope: ☐ No. 10 ☐ 9 x 12 ☐ 10 x 13 ☐ Reply Envelope Quantity _____
☐ First Class ☐ Bulk ☐ Address Labels (Zip Code Order)

Enclosures:

- ☐ Letter _____
☐ Questionnaire _____
☐ Newsletter _____
☐ News Release _____
☐ Form _____
☐ Brochure _____
☐ Business Reply Envelope _____
☐ Other _____

Distribution:

- ☐ Initial Mailing _____
☐ Shelf Stock _____
☐ NJ _____
☐ DC _____
☐ London _____
☐ Paris _____
☐ Japan _____

Quantity

TOTAL _____

MAIL _____ COPIES DIRECTLY TO:

INPUT

PICCADILLY HOUSE
33/37 REGENT STREET, LONDON SW1Y 4NF
TEL: (01) 493 9335 TELEX: 27113
FAX: (01) 629 0179

FAX TRANSMITTAL FORM

DESTINATION : INPUT- MOUNTAIN VIEW
FAX NUMBER : _____
ATTENTION : ANDREA JERKINS
Telephone Number/Location MV

NUMBER OF PAGES: 1 of 1

CONFIDENTIAL CORRESPONDENCE : YES _____ NO X

URGENT : YES X NO _____

DESCRIPTION THANICS FOR QUICK REPLY.

* G-1: CURRENT NETWORK SITUATION + PUBLIC SWITCHED
NETWORKS (VOICE/DATA/VALUE ADDED). # H - EASILY;
FRIENDLINESS; # L: OVERALL TECHNICAL QUALITY;
U: LARGE USERS + CRITICAL MASS. # X: SPINOFFS FROM
CONSULTANCY FIRMS / USER ORGANISATIONS.

AS FOR H R & T - REQUIRE CENTRE PIE + FRANCE & UK

AND THEN, AS IT'S TWO PER. SLIDE, HOW ABOUT
WEST GERMANY & BENELUX.

NOTE: ALL THESE EXHIBITS WILL BE IN EDI REPORT IF
IT HELPS TO KILL TWO BIRDS, SO TO SPEAK.

FROM : TIM STEVENS. Tim

DATE : 21.4.89

INPUT : G T I E

Project Charge Code: 70.



INPUT

PICCADILLY HOUSE
33/37 REGENT STREET, LONDON SW1Y 4NF
TEL: (01) 493 9335 TELEX: 27113
FAX: (01) 629 0179

FAX TRANSMITTAL FORM

DESTINATION : MOUNTAIN VIEW
FAX NUMBER : _____
ATTENTION : ANDREA JERVIS

Telephone Number/Location _____

NUMBER OF PAGES: 1 of 25

CONFIDENTIAL CORRESPONDENCE : YES _____ NO X
URGENT : YES X NO _____

DESCRIPTION

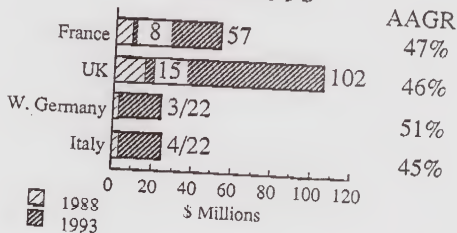
Andrea -> Hello again; I enclose slides for the
EQ1 Conference (May 11/12). This is an
initial pass to see if all is clear. The
slides are annotated (A-X). If you need
to split any, no problem. Notes on (R)
with regard to the complex slides.
Please fax any reply (problems).

FROM : Tim Skerris
DATE : 21/04/89
INPUT : ETIE
Project Charge Code: 70.



A

The EDI Market in W. Europe, 1988-1993



INPUT

NOTES:

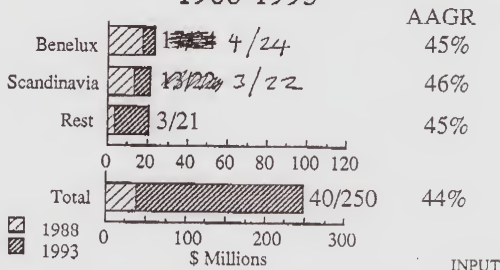
SSEM-TS-63a

26



3

The EDI Market in W. Europe, 1988-1993



NOTES:

3 ✓



EXHIBIT III-2

[C]

REASONS FOR USING ESI.

- REDUCTION IN COSTS
- FEWER ERRORS.
- FASTER TURNAROUND
- IMPROVED CUSTOMER SERVICE
- COMPETITIVE TOOL
- INCREASED PRODUCTIVITY
- IMPROVED MANAGEMENT CONTROL.



EQ1 ACTIVITY IS FOUND
IN MOST INDUSTRIES



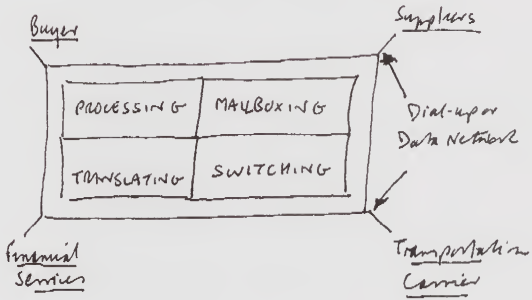
Format Subset	Industry Segment
ODETTE	Automobile Manufacturing
CEPIC	Chemicals
EQICON	Construction
EQIFICE	Electronics
TRAGALOM	Retail
Q1514	International Trade & Transport



See 000000

E

THIRD-PARTY SERVICE PROVIDER'S ROLE IN EDI



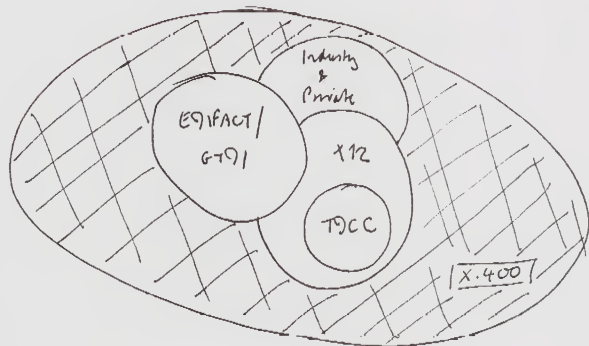
6



EXHIBIT V-3

F

EQ1 STANDARDS RELATIONSHIPS





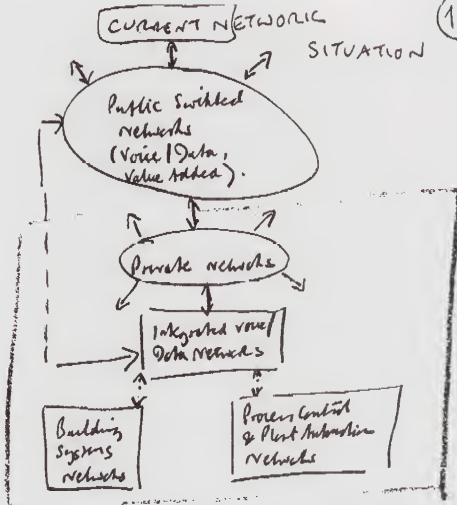
V-1

G

CURRENT NETWORK

1

SITUATION



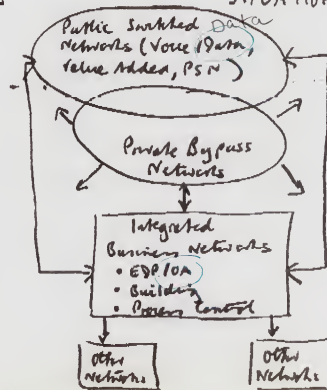
8

G1

1994

NETWORK SITUATION

2



9

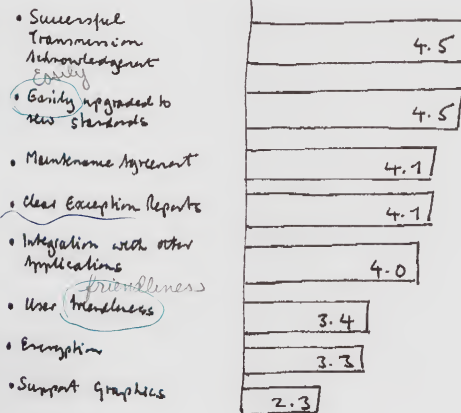
SOFTWARE FEATURES IMPORTANCE

(TOTAL W. EVMPLE)

Feature

Importance

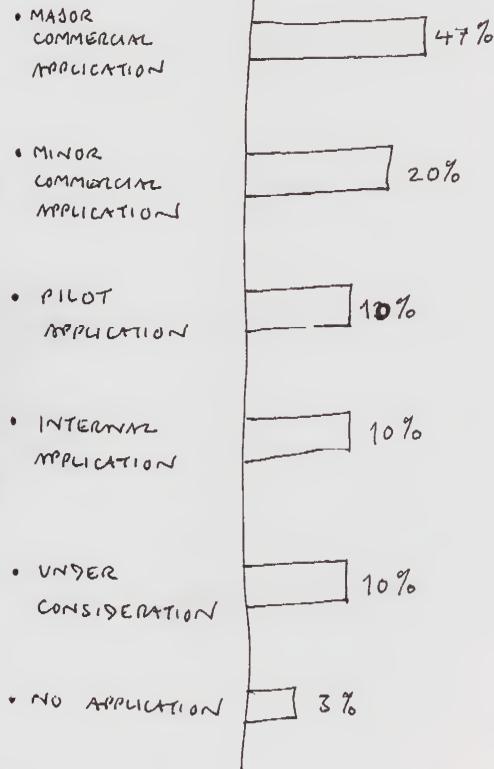
H



10 ✓

EQ1 USAGE
(West Europe)

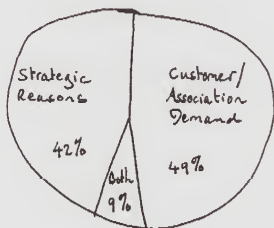
I



11 ✓



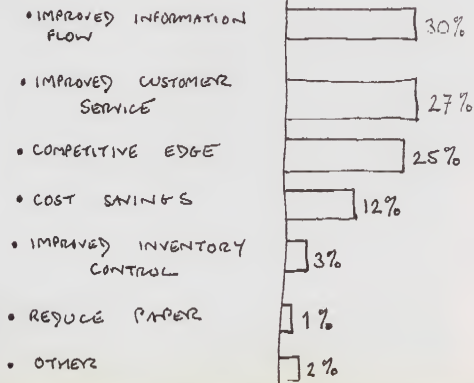
WHY WAS EDI IMPLEMENTED ? J1
(W. EUROPE)



①

12 ✓

EDI START-UP REASONS (STRATEGIC) J2
(W. EUROPE)



②

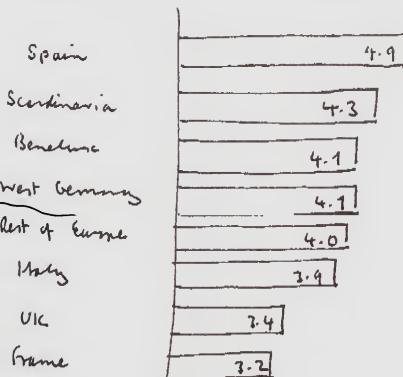
13 ✓



EQ1 ISSUES: HOW IMPORTANT IS
NETWORK INTERCONNECTION?

K1

Country Rating



1

14 ✓

NETWORK INTERCONNECTION

K2

- Global communications
- Stimulate growth
- Access to customer base
- Increase flexibility
- Reduce costs
- Optimisation

2

15



USER RATINGS OF THIRD PARTY NETWORKS.

(western europe)

L

Feature	Rating
Overall Technical Quality	3.6
Customer Support	3.3
Price	2.6

1

16 ✓

USER RATINGS OF THIRD PARTY NETWORKS (BY COUNTRY)

(2)

Feature	Total W. Europe	Rating							
		F	UK	WG	I	BNL	SK	E	Rest
Overall Technical Quality	3.6	3.0	3.1	4.3	4.0	4.0	3.7	3.0	3.8
Customer Support	3.3	3.8	2.6	3.7	3.6	3.4	2.0	4.0	3.0
Price	2.6	3.2	3.0	2.5	3.0	2.8	2.0	2.0	2.0

↑ ↑ ↑ ↑
 THE ABOVE (2) NOT REQUIRED
 AS A SLIDE.

17



FROM INPUT LTD

4.21.1989 16:41

P.14

USER COMMENTS ON
THIRD PARTY NETWORKS

M

- * Expensive, deters smaller companies
- * Poor quality
- * Implementation takes too long
- * Insufficient customer support
- * No uniform documentation
- * Price increases
- * Non-standard protocols
- * Do not meet expectations
- * Problems with software.

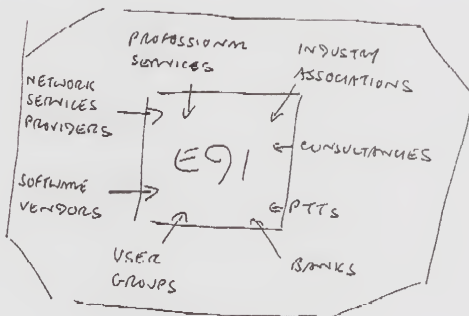
----- 18
SPC17.

M1

EXHIBIT III - 6

N

PARTICIPANTS IN THE E91
MARKET.



19



USER ISSUES & CONCERNS (WESTERN EUROPE)

0

Feature

Rating

• NETWORK / DATA SECURITY	3.7
• SOFTWARE MAINTENANCE	3.7
• COMPATIBILITY OF EDI DATA WITH OTHER APPLICATIONS	3.5
• EDI STANDARDS	3.4
• LEGAL ISSUES	3.1
• VENDOR VIABILITY	3.0
• REQUIREMENTS OF AUDITING STAFF	2.9
• CHANGING BUSINESS PRACTICES	2.7
• RELIANCE ON ONE VENDOR OR SERVICE	2.6
• COST OF USING EDI	2.2

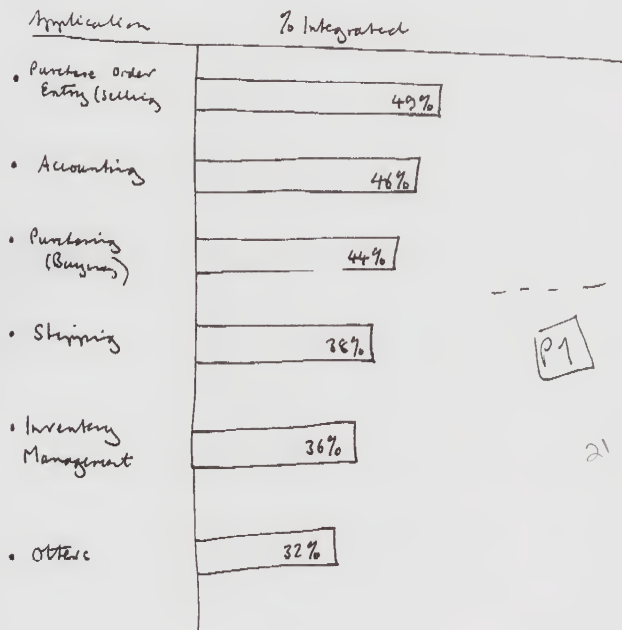
01

20 ✓



KEY APPLICATIONS INTEGRATED WITH EDI (W. Europe)

P

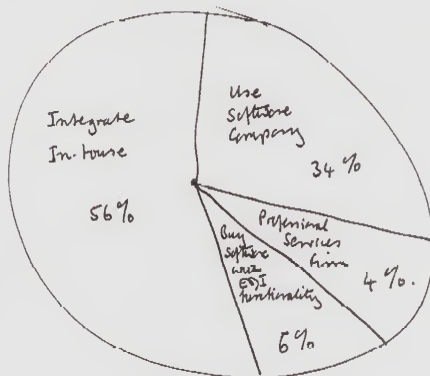




METHOD OF INTEGRATING
EDI SOFTWARE WITH OTHER
APPLICATIONS.



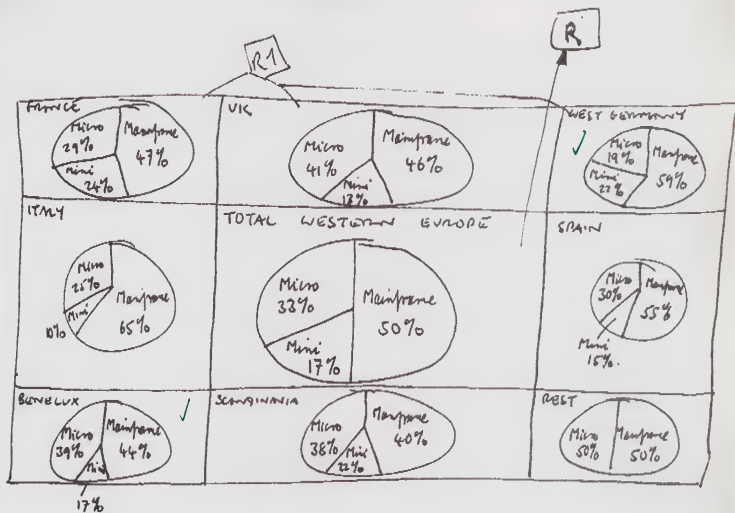
(western Europe)



22 ✓



COMPUTER - USED FOR 1991



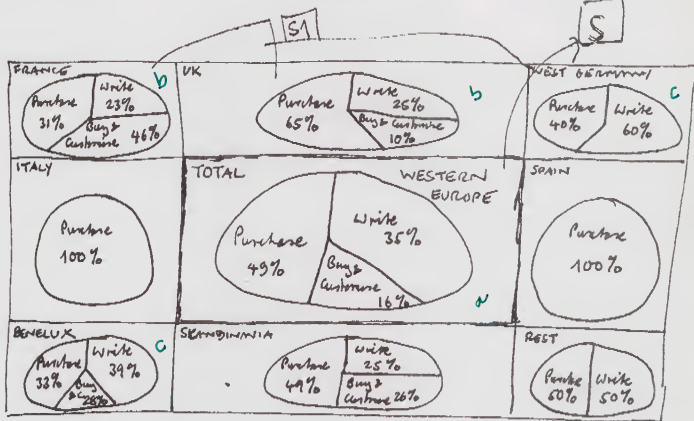
In the next sheets,
Andrea: The central chart is required
as a slide.
Also, could you let me know
whether it would be possible
to

- Reproduce the top row [France, UK & West Germany] as one slide?
- Reproduce the entire chart as one Exhibit in a report?

23 ✓



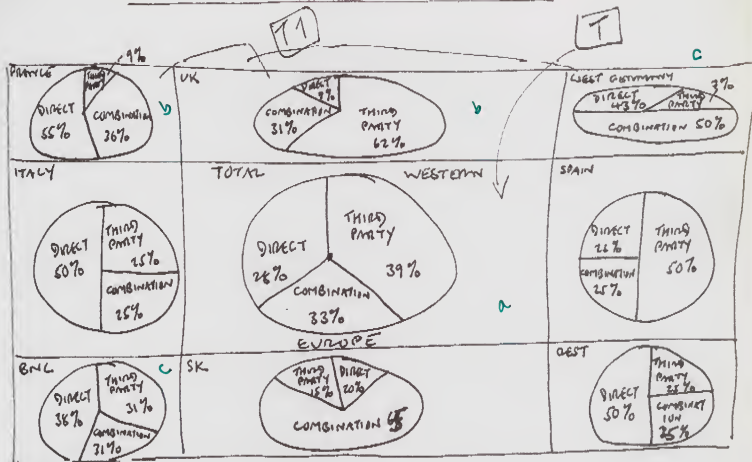
BUY OR BUILD EBI SOFTWARE DECISIONS



Center
 France + UK
 Benelux + W. Germany



THIRD PARTY vs DIRECT EGI



3 slides
Center
France + UK
W. Germ. + Benelux



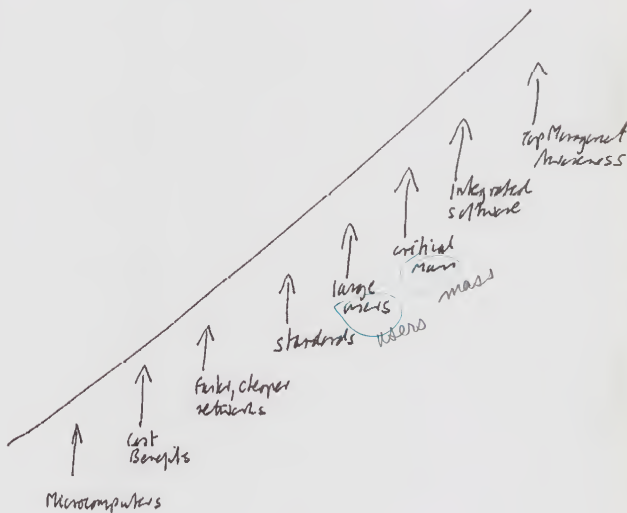
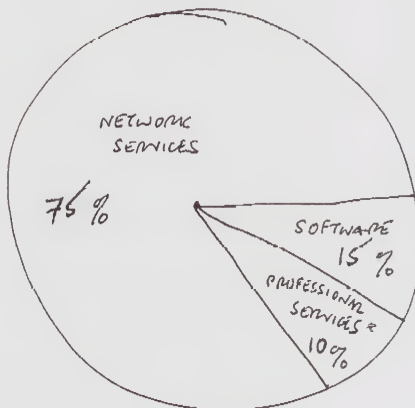
EDI
DEVELOPMENT FORCES



EXHIBIT IV-2

W

EDI MARKET COMPONENTS
1988



#Picture

57 ✓



THIRD PARTY & DIRECT ESI :
% of traffic via third-party.

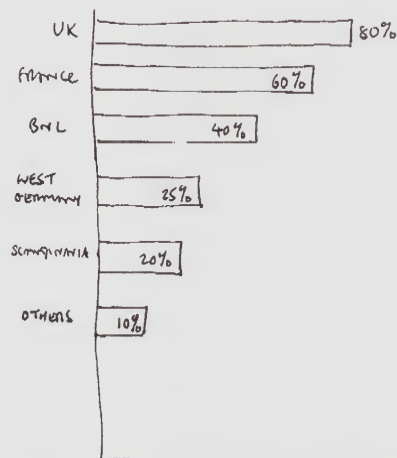




EXHIBIT III - 7



SOFTWARE PROVIDERS

Category	Comments
New	Spm-offs from <u>consult</u> any firms / user organisations
Network Services Providers	Bidding to increase network traffic
Established Application Vendors	Adding EDI functions to existing software.

consultancy firms



INPUT

PICCADILLY HOUSE
33/37 REGENT STREET, LONDON SW1Y 4NF
TEL: (01) 493 9335 TELEX: 27113
FAX: (01) 629 0179

FAX TRANSMITTAL FORM

DESTINATION : INPUT M/V
FAX NUMBER : _____
ATTENTION : LYNETTE.
Telephone Number/Location _____

NUMBER OF PAGES: 1 of 1
CONFIDENTIAL CORRESPONDENCE : YES _____ NO X
URGENT : YES X NO _____

DESCRIPTION

All slides OK.
Thanks.
Tim.

FROM : T. Skerens
DATE : 25/4/89
INPUT : _____

Project Charge Code: ELTC 70.

To

My dear Sir,

I

am very

glad to hear

from you

and hope

you are

well

and happy

as ever

Yours truly

Wm. L. G.

1847

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Stella:

1) "EDI Inter Trends - Europe"

Tim Stevens.

2) SSEM-TS-63a	(18) 19.	(24) 15	(35) 23c
3) SSEM-TS-63b	(14) 26.	(25) 18a	(36) 24a
4) SSEM-TS-29	(15) 6.	(26) 18b	(37) 24b
5) SSEM-TS-2	(16) SSEM-TS-58	(27) 27	(38) 24c
6) SSEM-TS-3	(17) 25a	(28) 29a	(39) 20a
7) 7	(18) 25b	(29) 29b	(40) 20b
8) 8	(19) 25c	(30) 22	(41) 21
9) 9	(20) 16	(31) 10a	(42) SSEM-TS-18
10) 11	(21) 14a	(32) 10b	(43) SSEM-TS-21
11) 12	(22) 14b	(33) 23a	(44) SSEM-TS-4
12) 13	(23) 28	(34) 23b	(45) SSEM-TS-66.

I believe that you expressed concern to Peter that there was no sign of my presentation in the EDI Conference.

Well, here it is. The slides are in order.

Those with just numbers (no codes) are currently in graphics with hypertext.

The SSEM ones need to be pulled out.

Also, I need an opening slide (viz. 1).

I hope this is clear.

Tim



PRESENTATION NAME: _____

PROJECT CODE: _____

DATE: _____

PRESENTER: _____

NUMBER OF SLIDES: _____ thru _____

SLIDE CHECK OUT					
SLIDE #'s OUT	DATE	NAME	SLIDE #'s IN	DATE	NAME

INPUT

